



Amendment I

Ref: CORP/MKTG/BSNL/GBT/2025/11/Amend01

Date: 16-08-2025

Notice inviting EOI for Selection of Consortium Partner to participate in the tender for Supply and Erection of GBT, Infrastructure as a Service Provider (IaaS) for Supply, Installation of Infrastructure Items and Subsequent O&M.

Ref: CORP/MKTG/BSNL/GBT/2025/11 Dated: 08-08-2025

CI No	Present Clause	Revised Clause
4(i) A	<p><u>Eligibility Criteria of Applicants</u></p> <p>a. The Bidder must be a legal entity registered in India under the Company Act, 1956/2013 and must have a registered office in India.</p> <p>b. Consortium of only 2 members including lead bidder is allowed.</p> <p>In case of consortium, Consortium Agreement on Rs.100 Stamp paper to be signed by all members of the Consortium for the subject business opportunity (specifying subject EOI, EOI name & Ref, Consortium member roles & responsibilities of each of the Consortium member) to be submitted along with the bid as per format enclosed in Annexure – VI).</p> <p>For addressing the BSNL tender, the bidders of the Consortium has to sign a Consortium Agreement with ITI Limited (Lead Bidder) as per BSNL tender format after the finalization of Partners and before bid submission to customer tender which will be decided by ITI. The consortium partners has to be exclusive for the clusters, and are ready to work with ITI</p>	<p><u>Eligibility Criteria of Applicants</u></p> <p>a. The Bidder must be a legal entity registered in India under the Company Act, 1956/2013 and must have a registered office in India.</p> <p>b. Consortium of only 2 members including lead bidder is allowed.</p> <p>In case of consortium, Consortium Agreement on Rs.100 Stamp paper to be signed by all members of the Consortium for the subject business opportunity (specifying subject EOI, EOI name & Ref, Consortium member roles & responsibilities of each of the Consortium member) to be submitted along with the bid as per format enclosed in Annexure – VI).</p> <p>For addressing the BSNL tender, the members of the Consortium including ITI Limited, has to sign a Consortium Agreement, as per BSNL tender format after the finalization of Partners. Roles and responsibilities of the consortium partners for customer tender will be decided before BSNL bid submission. The consortium partners has to be exclusive for the clusters, and are ready to work with ITI.</p>

CI No	Present Clause	Revised Clause
D.	<p><u>Experience:</u></p> <p>The technical and financial eligibility cluster wise is given in Annexure I - Appendix V</p> <p>The above requirement can be met by Bidder alone or combined experience of consortium of two members</p>	<p><u>Experience:</u></p> <p>The technical and financial eligibility cluster wise is given in Annexure I - Appendix V</p> <p>The technical requirement to be met by sole bidder/lead Bidder of the consortium. Financial requirement can be met by sole bidder/consortium.</p>
4(iii) 7	Bidder must co-ordinate with OEM to submit the MAF in the name of ITI LTD and must work with ITI LTD	Bidder must co-ordinate with OEM to submit the MAF and must work with ITI LTD.
9	<p>Earnest Money Deposit (EMD): Bidder has to provide EMD as per customer tender on back to back basis, details given as Note in Annexure I – Appendix V</p>	<p>Earnest Money Deposit (EMD): EMD has to be provided by selected partner as per BSNL customer tender. Details given as per Annexure I – Appendix V</p> <p>Undertaking for submitting the EMD, at the time of BSNL tender submission, as per customer tender requirement , need to be submitted along with the bid proposal</p>
10	<p>PBG: The selected bidder has to provide PBG for the entire contract value while placing the contract after winning the customer tender</p> <p>Note: ITI LTD reserves the right to verify the genuineness of the BG with the bidder's bank.</p>	<p>PBG: The selected bidder has to provide PBG of 3% of the value of Advanced work Order as per customer RFP.</p> <p>Note: ITI LTD reserves the right to verify the genuineness of the BG with the bidder's bank.</p>
11	<p>Delivery Schedule:</p> <ul style="list-style-type: none"> • Delivery Schedule as per the end customer Tender/ PO on back to back basis (proportionate to the scope of work) • Period of execution shall be in line with the end customer • The project I&C will be considered as completed after obtaining NOC/Commissioning Certificate from the end customer. <p>Further Warranty/AMC shall be supported as per end customer.</p>	<p>Delivery Schedule:</p> <ul style="list-style-type: none"> • Delivery Schedule as per the end customer Tender/ PO (proportionate to the scope of work). • Period of execution shall be in line with the end customer • The project I&C will be considered as completed after obtaining NOC/Commissioning Certificate from the end customer. <p>Further Warranty/AMC shall be supported as per end customer.</p>

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6	<p><u>Special conditions of EOI</u></p> <p>a. No advance will be paid to the back-to-back partner, even though ITI is eligible to get advance from the customer being a front end bidder.</p>	<p><u>Special conditions of EOI</u></p> <p>Clause Deleted</p>
6	<p>b. The selected SI, who has partnered with ITI for this tender/ project shall not partner with any other lead bidder for the same tender/project.</p>	<p>b. The selected SI, who has partnered with ITI for this tender/ project shall not partner with any other lead bidder/Consortium for the same tender/project</p>
Anne xure- I – App endix I	<p>Undertakings- Annexure-I - Appendix I</p> <p>5. To submit OEMs MAF in the name of ITI, get required certificate& support (warranty & post-warranty/maintenance) in the name of ITI LTD from the OEM as per customer tender requirement and other OEM related certificates as per customer RFP formats and all other technical documents/certificates/data sheets/solution as per customer tender requirement</p>	<p>Undertakings- Annexure-I - Appendix I</p> <p>5. To submit OEMs MAF, get required certificate & support (warranty & post-warranty/maintenance from the OEM as per customer tender requirement and other OEM related certificates as per customer RFP formats and all other technical documents/certificates/data sheets/solution as per customer tender requirement.</p>

Other terms & conditions are remaining same as per EOI including corrigendum.

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Annexure I – Appendix V

S. No.	Name of the Item/ Work	Estimated Quantity (Nos.)	Bid Security/ Earnest Money Deposit Amount for the tender	Avg. Turnover in Last 3 FY (In Crores) to be met by Sole bidder/Consortium	Experience of number of sites/Towers in last 5 years towers) to be met by Sole bidder/Lead bidder of Consortium	Cluster Rank
1	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network for 1099 sites of Odisha Cluster-A	1,099	2 Crores	75	300	1
2	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network for 835 sites of Andhra Pradesh Cluster-B	835	2 Crores	75	300	2
9	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G	816	2 Crores	75	300	3

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	GSM BSS Network for 816 sites of Maharashtra & Goa Cluster-C					
3	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network for 612 sites of Madhya Pradesh and Chhattisgarh Cluster-D	612	2 Crores	50	200	4
8	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network 610 sites of Arunachal Pradesh, Manipur , Nagaland and Andaman & Nicobar Cluster-E	610	2 Crores	50	200	5
	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant,					

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4	Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network 438 sites of Rajasthan, Gujrat and Dadar Nagar Haveli & Daman and Diu Cluster-F	438	2 Crores	25	150	7
7	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network 432 sites of Assam, West Bengal, Sikkim, Meghalaya, Tripura & Mizoram Cluster-G	432	2 Crores	25	150	8
5	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network of 299 sites of Bihar, Jharkhand, UPE, UPW, Punjab, Haryana Cluster-H	299	2 Crores	25	150	10

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6	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network 416 sites of Karnataka, Kerala, Tamil Nadu, Chennai & Telangana Cluster-I	416	2 Crores	25	150	9
10	Supply and erection of Ground Base Tower (GBT), Infrastructure as a service provider including Supply, Installation and Commissioning of power Infrastructure Items like Lithium ion Battery, Power Plant, Charging Control Unit (CCU), Engine Alternator, Solar Panel System and subsequent Operation & Maintenance for 5 years of 4G GSM BSS Network 470 sites of Jammu & Kashmir, Ladakh, Uttarakhand and Himachal Pradesh Cluster-J	470	2 Crores	25	150	6

Note:

- a) Any bidder may bid in one or more clusters or even for all the clusters.
- b) Bidder has to submit bid security for each cluster which can also be submitted as a single Bid security for multiple clusters. Maximum bid security for participation in more than 3 clusters is Rs 6 cr.
- c) In case a bidder bids for more than one cluster, then the turnover of highest turnover cluster plus 50% of required turnover of other clusters will be sufficient to bid.
- d) In case a bidder bids for more than one cluster, then cumulative experience of all the clusters will be required to be eligible for all clusters bided for. Bidder, having experience of 2000 sites/ towers or more will be eligible to bid for all clusters. In case of O&M experience, minimum period for consideration will be 12 months.
- e) The experience of the Bidder/consortium partners may include the experience of its/ their parent company; such Bidders shall also submit a 'Front Bidder Agreement' in the proforma available at Section-7 Part (K). The bidder shall also submit a 'Resolution' duly passed by the board of Directors of the Parent company stating that the Parent company shall support and take responsibility with respect to all the contractual obligation by its subsidiary company (the Bidder) for this project.

Documents required: Work Completion certificate establishing the above conditions, issued by entity who has successfully completed the work is to be enclosed as proof along with contact details of the client i.e. name of contact persons, postal address, official email, telephone number shall be submitted.

- f) All the technical bids, received in the tender, shall be opened and evaluated for all the clusters. The technical bids for a bidder shall be evaluated in the order of cluster rank, starting from Cluster -1. While evaluating the technical bids, the cluster wise technical experience and financial capacity of a bidder shall be taken as consumed, before evaluating it bids for next cluster. Thus, the bid in the next cluster shall be evaluated only if sufficient technical experience and financial capacity is left available and shall be considered responsive, if the bid meets all the eligibility requirements.